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## St Kitts and Nevis

### HRI Food Service Sector

### Country Report

### 2006

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**Report Highlights:**

This report is intended to aid U.S. exporters of food and beverage products in profitably entering St. Kitts and Nevis' hotel, restaurant, and institutional (HRI) food service sector. This report summarizes important market developments, presents a road map for market entry, provides sub-sector profiles, describes the overall competitive situation facing U.S. suppliers, and highlights the best product prospects for this country's food service market.

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## SECTION I. MARKET SUMMARY

The twin island nation of St. Kitts and Nevis is located in the northern part of the Leeward Islands in the eastern Caribbean. St. Kitts and Nevis has a total area of 101 square miles, approximately 1.5 times the size of Washington D.C., and a population of 39,129 (2006 est.). A 2-mile wide channel separates the two volcanic islands.

The economy of St. Kitts and Nevis traditionally depended on the growing and processing of sugarcane. Beginning in the late 1980s, however, tourism surpassed sugar as the main foreign exchange earner. Today, St. Kitts and Nevis is characterized by a service-oriented economy. Tourism is the backbone of the local economy, accounting for approximately 60 percent of foreign exchange earnings. The economy of St. Kitts and Nevis also relies on the offshore financial services sector and to a lesser extent on the export-oriented manufacturing sector (which consists primarily of light manufactures, such as garments, and the assembly of electronic components).



Source: CIA World Factbook

It is important to note that St. Kitts and Nevis was the last sugar monoculture in the eastern Caribbean until the industry was closed in 2005 as it was plagued by a myriad of problems. While the major challenge currently facing the Government of St. Kitts and Nevis is the re-allocation of thousands of acres of sugar lands, there is talk about using some of these lands to diversify and revamp the local agricultural sector in an effort to facilitate economic growth.

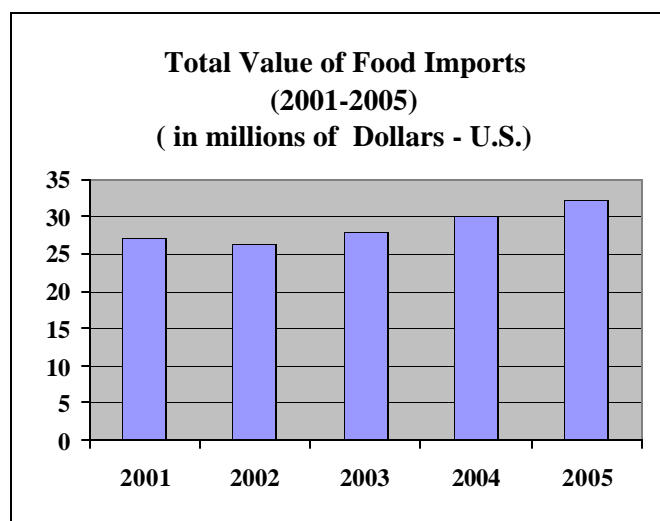
St. Kitts and Nevis experienced strong economic growth during the early- to mid-1990s, with a real GDP growth rate of 5.5 percent annually. However, a series of hurricanes in the late 1990s, as well as the September 11, 2001 terrorist attacks, hurt the tourism-dependent economy. Economic growth picked up in 2004 with a real gross domestic product (GDP) growth rate of 5.1 percent, after a slow .8 percent real GDP growth rate in 2002. The GDP for St. Kitts and Nevis is valued at US\$403.9 million, with an average per capita income of US\$8,600 (2004 estimates).

Profile of St. Kitts and Nevis	
Total Land Area	101 Square Miles
Total Population	39,129 People
Gross Domestic Product (GDP)	US\$403.9
GDP Per Capita	US\$8,600
Real GDP Growth Rate	5.1 percent

Source: CIA World Factbook and U.S. State Department Country Background Notes

Due to an inconsistent and insufficient supply of local agricultural products and processed foods, St. Kitts and Nevis relies on the importation of the majority of its foodstuffs. According to the St. Kitts and Nevis Statistics Division, total food imports in 2005 were valued at US\$32.2 million, a 7 percent increase from 2004. Approximately 30 percent of the

country's total imported food products are directed toward the hotel, restaurant, institutional (HRI) sector, while the remaining 70 percent is channeled toward the retail sector.



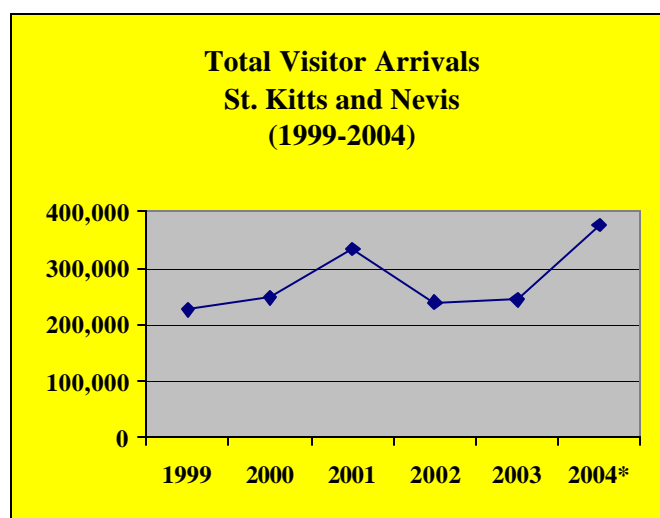
Source: St. Kitts and Nevis Statistics Division

The HRI sector is a growing area of commerce in the two-island nation driven by an increase in tourism receipts and growth in the offshore financial services sector as well as the offshore higher education sector (it is important to note that there are eight registered offshore higher education institutions in St. Kitts and Nevis, as well as numerous offshore financial centers). Hotels make up roughly 65 percent of the HRI market, followed by restaurants at 33 percent, and institutions at 2 percent. There are approximately 32 hotels with 1,859 rooms in St. Kitts and Nevis, as well as a number of guesthouses, villas, condos, and bed and breakfasts. Additionally, there are over 100 restaurants in St. Kitts and Nevis.

<b>Total Number of Hotels and Hotel Rooms in St. Kitts and Nevis 2000-2005</b>						
	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
<b>Hotels</b>	32	32	32	32	32	32
<b>Hotel Rooms</b>	1,602	1,489	1,862	1,611	1,550	1,859

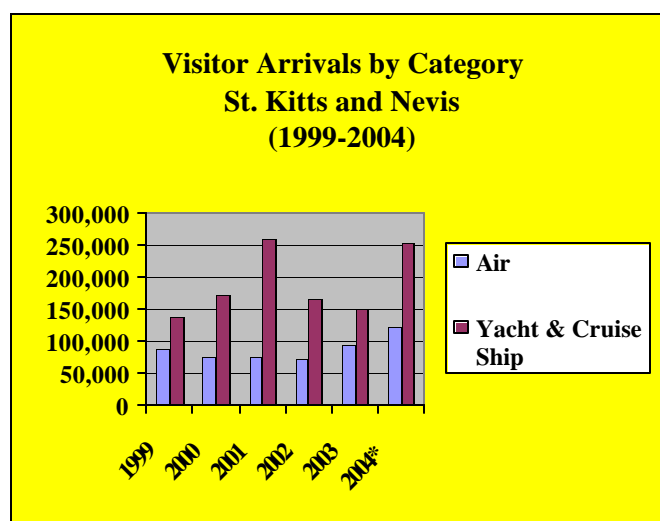
Source: St. Kitts and Nevis Statistics Division

Like that of other Caribbean nations, tourism in St. Kitts and Nevis is rebounding after it suffered a significant decline after the 9/11 terrorism attacks in the United States in 2001. In 2004, approximately 375,812 tourists visited St. Kitts and Nevis, a 53.7 percent increase from the previous year. Roughly 68 percent of the tourists in 2004 were yacht and cruise ship passengers, and the remaining 32 percent were stay-over tourists arriving by air. In 2003, total tourist expenditures were valued at US\$75.2 million dollars, a 34 percent increase from the previous year.



\*Estimate

Source: St. Kitts and Nevis Statistics Division



\*Estimate

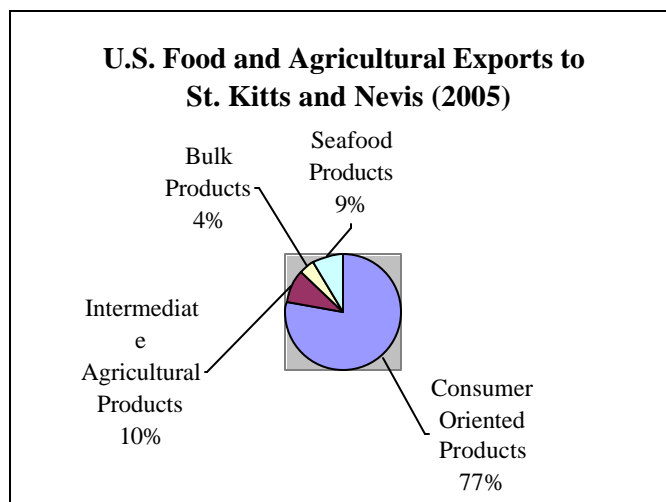
Source: St. Kitts and Nevis Statistics Division

Total Tourist Expenditures in St. Kitts and Nevis 1999-2004 (\$US Million)					
1999	2000	2001	2002	2003	2004
67.8	58.5	62.2	56.3	75.2	N/A

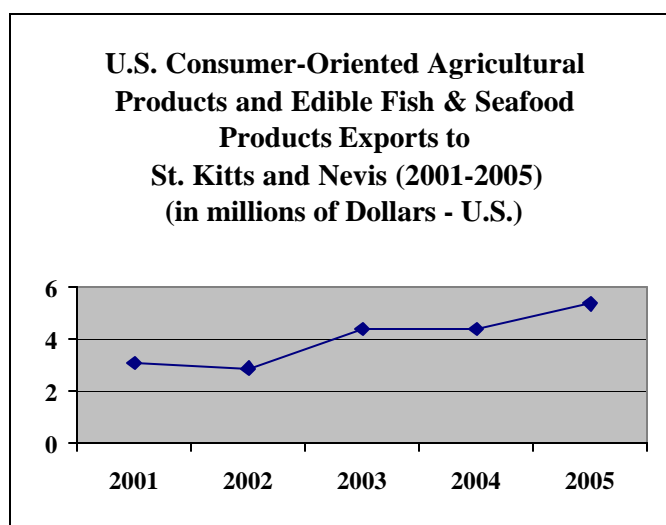
Source: St. Kitts and Nevis Statistics Division

According to 2003 statistical data compiled by the United Nations (UN), the United States is the country's main trading partner in terms of food and agricultural products with an approximate 58 percent market share. Of the total amount of agricultural and food products exported from the United States to St. Kitts and Nevis, consumer-oriented agricultural products comprise roughly 77 percent, intermediate agricultural products comprise roughly 10 percent, seafood products comprise roughly 9 percent, and bulk products comprise 4 percent. U.S. trade statistics illustrate that in 2005 the United States exported

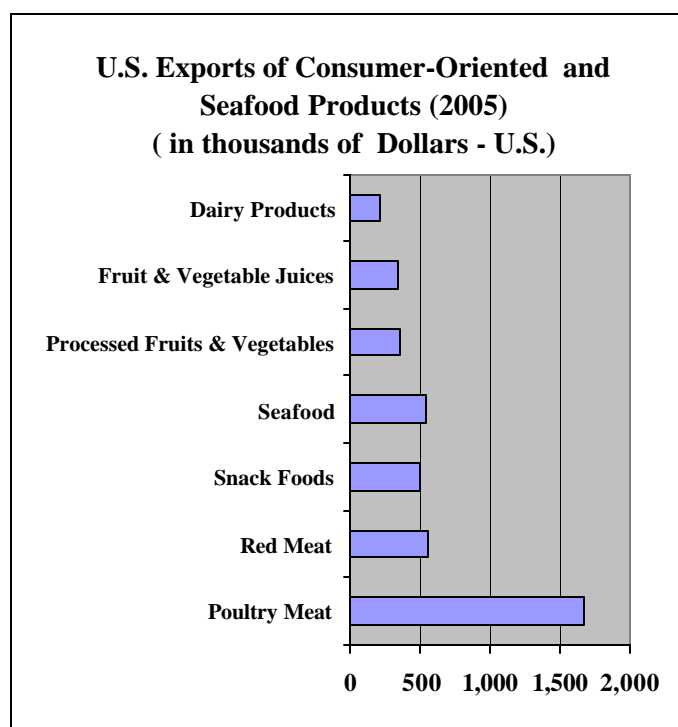
approximately US\$4.9 million of consumer-oriented agricultural products and US\$534,000 worth of edible fish and seafood products to St. Kitts and Nevis, a 23 percent increase from the previous year.



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

The following table illustrates the market advantages and challenges facing U.S. exporters:

Market Advantages	Market Challenges
As the local agricultural sector suffers from the seasonality of crops, the lack of economies of scale, and damage from hurricanes and tropical storms, St. Kitts and Nevis is very dependent on food imports.	The Government of St. Kitts and Nevis places restrictions on the importation of many vegetables when local production is in season (e.g. tomatoes, sweet peppers, carrots, cabbage, onions, and sweet potatoes).
With the exception of few small to medium-size manufacturers, food processing is virtually non-existent in the twin island nation.	The importation of food products can be quite expensive. In addition to the general import duties imposed by the Government of St. Kitts and Nevis, the Government imposes a Customs Service charge of 6 percent, as well as a Consumption Tax as high as 22.5 - 25 percent on many products.
Geographic proximity, as well as a long-standing reputation of high quality food and beverage products, gives the United States a competitive advantage.	The Caribbean Community and Common Market (CARICOM) trade agreement offers duty-free access to the St. Kitts and Nevis' food market for other Caribbean member nations.
The two-island republic benefits from one of the highest per capita incomes in the eastern Caribbean region (estimated at US\$8,600 in 2004). St. Kitts and Nevis ranks third, only to the British	With a total population of 39,129, import orders tend to be small and favor mixed rather than full container loads.

Virgin Islands and Antigua and Barbuda, in per capita GDP among the member states of the Organization of Eastern Caribbean States (OECS).*	
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\*Note: The OECS is comprised of the following nine countries: Anguilla, Antigua & Barbuda, British Virgin Islands, Dominica, Grenada, Monserrat, St. Kitts & Nevis, St. Lucia, and St. Vincent & The Grenadines.

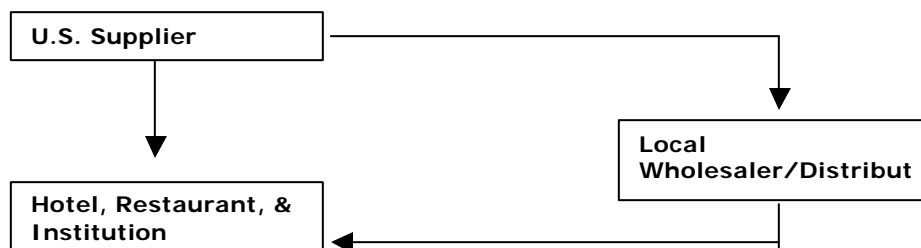
## SECTION II: ROAD MAP FOR MARKET ENTRY

### A. ENTRY STRATEGY

Overall, food service companies in St. Kitts and Nevis buy approximately 70 percent of their food and beverage products from local wholesalers/distributors (imported products), while local farmers and processors supply 25 percent of their food and beverage needs, and the remaining 5 percent of their needs are imported directly from U.S. suppliers. Therefore, U.S. suppliers wishing to enter the HRI food service market in St. Kitts and Nevis should start by contacting local wholesalers/distributors. Local wholesalers/distributors have a wide access to the food and beverage markets, possess relatively large warehouse facilities, and carry a large inventory of products. However, in the case of the large-scale hotels and resorts, imported products represent approximately 90 to 95 percent of their total food and beverage purchases, and a large percentage of these purchases are made through the direct importation from foreign suppliers. Therefore, it is also recommend that U.S. suppliers contact the food and beverage directors of these establishments directly.

### B. MARKET STRUCTURE

Local wholesalers typically import, wholesale, and distribute their product, as well as sell their product in their own retail outlets. In addition, the majority of the local wholesalers/distributors have a circulating fleet of 'cash vans' that sell to the food service establishments. U.S. food products represent the majority of the foreign products imported by the local wholesalers/distributors. Local wholesalers/distributors hold U.S. products in high regard with respect to quality and packaging. Wholesalers/distributors also enjoy trading with U.S. exporters because of the reliability of service. The following distribution channel flow diagram illustrates how products are generally passed from the U.S. exporter to the various food service sub-markets:



There are nine registered wholesalers/distributors of food products in St. Kitts and Nevis. The majority of the large wholesalers/distributors focus on dry goods. While many of the large food wholesalers/distributors import fresh and frozen products, the quantity may be small as there are specialized importers within St. Kitts and Nevis, which focus on these products.

<b>Food Wholesalers/Distributors in St. Kitts and Nevis</b>
Ram's Trading Limited
S.L. Horsford and Company Limited
Ocean Cold Storage Limited
Frank B. Armstrong Limited
O.D. Brisbane and Sons Trading Limited (part of the Goddard Enterprises)
Central Marketing Corporation (CEMACO)
David Coury and Company Limited
David Payne and Associates Limited
R & L's Fresh Produce Wholesale Company

## C. SUB-SECTOR PROFILES

### 1. Hotels

Tourism in the two-island nation has received a tremendous boost in the last couple of years, which is much attributed to the opening of the St. Kitts Marriott Resort and the Royal Beach Casino and an increase in the number of air carriers with direct flights to St. Kitts and Nevis from the United States, Canada, and Europe.

Like many other Caribbean nations, St. Kitts and Nevis celebrates with a lively Carnival. The ten-day party officially opens on December 24<sup>th</sup> each year and attracts a reasonable amount of tourists. Other main tourist events include the St. Kitts International Triathlon which takes place in the month of May, the St. Kitts Music Festival which takes place in the last week of the month of June, and Nevis' cultural festival, better known as Culturama, which takes place in the month of July.

Approximately 45 percent of all tourists visiting the two-island nation are from the United States. Roughly 30 percent of all tourists are from other Caribbean countries. This is in a large part due to the fact that St. Kitts has become a very popular island for hosting regional government meetings as well as business conferences. The majority of the remaining tourists come from Canada and the United Kingdom. In general, more high-end tourists visit Nevis, while more budget-oriented tourists visit St. Kitts.

Large-scale hotels and resorts, such as the St. Kitts Marriott Resort and the Royal Beach Casino and the Four Seasons Resort Nevis, possess their own warehouses and typically import and receive weekly shipments of food products from Florida-based suppliers. However, these establishments also rely on local wholesalers/distributors for some of their food and beverage needs. U.S. products represent the majority of the total food and beverage purchases made by the large-scale hotels and resorts. With over 523 rooms, the Marriott Resort and the Royal Beach Casino is the largest hotel in the two-island nation. Boasting 8 restaurants, 3 lounges, and a full catering and banquet service, the Marriott makes a substantial number of food and drink purchases each month. U.S. products represent 90 to 95 percent of the Marriott's total food and beverage purchases.

Smaller hotels, including plantation inns, guest houses, and bed and breakfasts purchase a substantial amount of their food and beverage needs from local farmers, and to some extent from local processors. However, when they do use products from foreign suppliers, they rely



on local wholesalers for their purchases. Smaller hotels find it difficult to work directly with international suppliers for a variety of reasons, such as a lack of buying power and limited storage space. The plantation inns located throughout both St. Kitts and Nevis are very popular spots for upscale dining. These establishments serve fresh seafood, Caribbean specialties, and various sorts of international cuisine. U.S. products represent between 40 to 60 percent of the total food and beverage purchases made by the smaller hotels, including plantation inns, guesthouses, and bed and breakfasts.

Company Profiles of Selected Hotels in St. Kitts and Nevis			
Name	Location	Number of Rooms	Procurement Channels
The Angelus Resort & Spa	St. Kitts	108	Local Wholesalers/Direct
Birdrock Beach Hotel	St. Kitts	38	Local Wholesalers
Fairview Inn	St. Kitts	30	Local Wholesalers
Frigate Bay Resort	St. Kitts	64	Local Wholesalers/Direct
The Golden Lemon Inn	St. Kitts	32	Local Wholesalers
Marriott Resort & Royal Beach Casino	St. Kitts	648	Direct/Local Wholesalers
Ocean Terrace Inn (OTI)	St. Kitts	72	Local Wholesalers/Direct
Ottley's Plantation Inn	St. Kitts	17	Local Wholesalers
Palms Hotel	St. Kitts	10	Local Wholesalers
Rawlins Plantation	St. Kitts	10	Local Wholesalers
Sugar Bay Club	St. Kitts	100	Local Wholesalers/Direct
Timothy Beach Resort	St. Kitts	60	Local Wholesalers/Direct
Four Seasons Resort	Nevis	196	Direct/Local Wholesalers
Golden Rock Plantation Inn	Nevis	16	Local Wholesalers
Hermitage Plantation Inn	Nevis	15	Local Wholesalers
Hurricane Cove Bungalows	Nevis 1	12	Local Wholesalers
Inn at Cades Bay	Nevis	16	Local Wholesalers
Montpelier Plantation Inn	Nevis	17	Local Wholesalers
Mount Nevis Hotel & Beach Club	Nevis	28	Local Wholesalers
Nisbet Plantation Beach Club	Nevis	38	Local Wholesalers
Old Manor Hotel	Nevis	13	Local Wholesalers
Pinney's Beach Hotel	Nevis	32	Local Wholesalers
Qualie Beach Hotel	Nevis	34	Local Wholesalers

## 2. Restaurants

Over the last few years, a number of independent restaurants have opened operations in the two islands to supplement those in the big hotels and resorts. Since the opening of the Marriott Resort, approximately 4 to 5 new restaurants have sprung up in the Frigate Bay

area. There are also a wide variety of restaurants located in Basseterre and Charlestown, ranging from fast food to fine dining.

A large majority of the restaurants spread around the two islands are modest in size and offer continental and West Indian style cuisines. In addition, there are a few restaurants that specialize in various types of international cuisine, such as Chinese and Italian. U.S. fast food chains present in the market include Kentucky Fried Chicken and Subway, both of which are located in St. Kitts. Redi-Fry is also a local fast food establishment located in St. Kitts.

While some restaurants target local clientele, the majority of the independent restaurants in St. Kitts and Nevis remain dependent on tourists and expatriates. Therefore, most of the independent restaurants close their operations for one or two months during the low season, which usually takes place from September to November.

The majority of the restaurants in St. Kitts and Nevis use local seafood, fruits, vegetables, baked goods, and beverages. They also turn to local wholesalers/distributors and retailers for some of their food and beverage purchases, as they do not have enough buying power to buy directly from foreign suppliers. A few of the larger restaurants buy select food and beverage products from Miami-based wholesalers (who also consolidate for the Caribbean importers) or importers/distributors in St. Maarten, Puerto Rico, and St. Thomas, part of the U.S. Virgin Islands. The duty-free status of St. Maarten, and the island's geographic proximity to St. Kitts and Nevis, makes it a prime distribution hub for many food products originating from the United States, Europe, and elsewhere around the world. U.S. products represent between 40 to 60 percent of the total food and beverage purchases made by the independent restaurants in St. Kitts and Nevis.

Company Profiles of Selected Restaurants in St. Kitts and Nevis			
Name	Location	Type of Cuisine	Procurement Channels
The Ballahoo Restaurant	St. Kitts	West Indian / International	Local Wholesalers
Bambu's Café	St. Kitts	International	Local Wholesalers
Blu at the Marriott Resort	St. Kitts	West Indian / Seafood	Local Wholesalers/ Direct
Bird Rock Beach Resort	St. Kitts	Continental	Local Wholesalers
Calypso at the Marriott Resort	St. Kitts	American / West Indian	Local Wholesalers/ Direct
Ciao's	St. Kitts	Italian	Local Wholesalers
Circus Grill	St. Kitts	American / West Indian	Local Wholesalers
Diana's Restaurant	St. Kitts	French / West Indian / East Indian	Local Wholesalers
Fisherman's Wharf	St. Kitts	Seafood / West Indian / International	Local Wholesalers
Gallipot	St. Kitts	Seafood	Local Wholesalers
Garden Room at Frigate Bay Beach	St. Kitts	West Indian / Continental	Local Wholesalers
The Golden Lemon	St. Kitts	International	Local Wholesalers

Jasmine's at Frigate Bay Resort	St. Kitts	West Indian / Continental	Local Wholesalers/ Direct
Kentucky Fried Chicken	St. Kitts	Fast-Food	Direct
King's Palace	St. Kitts	Chinese	Local Wholesalers/ Direct
La Cucina at the Marriott Resort	St. Kitts	Italian	Local Wholesalers/ Direct
Marshall's	St. Kitts	West Indian	Local Wholesalers
Ocean Restaurant at OTI	St. Kitts	Continental / West Indian	Local Wholesalers/ Direct
P.J.'s Bar and Restaurant	St. Kitts	Pizza / Italian / Vegetarian	Local Wholesalers
Rawlins Plantation	St. Kitts	West Indian	Local Wholesalers
Rock Lobster	St. Kitts	Seafood	Local Wholesalers
The Royal Palm at Ottley's Plantation Inn	St. Kitts	Gourmet	Local Wholesalers
Redi-Fried	St. Kitts	Fast-Food	Local Wholesalers
Royal Grill Steakhouse at the Marriott Resort	St. Kitts	American	Local Wholesalers/ Direct
Serendipity	St. Kitts	West Indian / International	Local Wholesalers
Sprat Net	St. Kitts	Seafood / West Indian	Local Wholesalers
Star of India	St. Kitts	East Indian	Local Wholesalers
Stonewall's	St. Kitts	Caribbean	Local Wholesalers
Subway	St. Kitts	Fast-Food	Local Wholesalers
Sunset Café at Timothy Beach Resort	St. Kitts	International / West Indian/ Seafood	Local Wholesalers
Waterfalls at OTI	St. Kitts	West Indian	Local Wholesalers/ Direct
The Banana's Bistro	Nevis	Continental	Local Wholesalers
Callaloo	Nevis	Creole	Local Wholesalers
The Golden Rock Estate	Nevis	International / West Indian	Local Wholesalers
The Hermitage Plantation Inn	Nevis	International / West Indian	Local Wholesalers
Mango at the Four Seasons Resort	Nevis	West Indian / International	Local Wholesalers/ Direct
Montpellier Plantation Inn	Nevis	International / West Indian	Local Wholesalers
Mount Nevis Hotel & Beach Club	Nevis	West Indian / Continental	Local Wholesalers
Nisbet Plantation Beach Club	Nevis	Creole / Continental	Local Wholesalers
Qualie Beach Restaurant	Nevis	West Indian /	Local Wholesalers

		Continental	
Seafood Madness	Nevis	Continental / West Indian	Local Wholesalers
Unella's by the Sea Bar and Restaurant	Nevis	West Indian	Local Wholesalers

### 3. Institutions

The institutional food service sub-sector accounts for less than 2 percent of the total HRI food service sector. As most cruise ships, airlines, and yachts provision in nearby St. Maarten where they enjoy duty-free purchases, the institutional food service sub-sector is limited primarily to the distribution of food and beverages to prisons, hospitals, and schools. Generally speaking, local farmers and food processors supply this sub-sector with most of its food and beverage needs. The Central Marketing Corporation (CEMACO), a wholesale business owned and operated by the Government of St. Kitts and Nevis, works closely with the local farmers and producers in fostering improved efficiency within the local agri-business sector. While the mission of CEMACO is to market locally produced agricultural products, it provides this sub-sector with much of its food and beverage needs. To a lesser extent, this sub-sector is supplied by local wholesalers/distributors within the private sector who also act as importers.

### SECTION III: COMPETITION

Large-scale food processing within St. Kitts and Nevis is quite limited. Two food-processing firms, producing margarine, shortening, pasta, and snack foods, are present on the island of St. Kitts, however, the firms have recently downscaled or closed most of their operations. With regards to the existence of other local processing firms in the twin island nation, there is a beverage-processing plant located in St. Kitts, which provides the bottling and canning of soft drinks and beer, two distillers, and a dairy manufacturer producing ice cream and a few other dairy products. Like most other island-nations, a local cottage industry exists in St. Kitts and Nevis, producing jams, jellies, pepper sauces, rum, and bakery products.

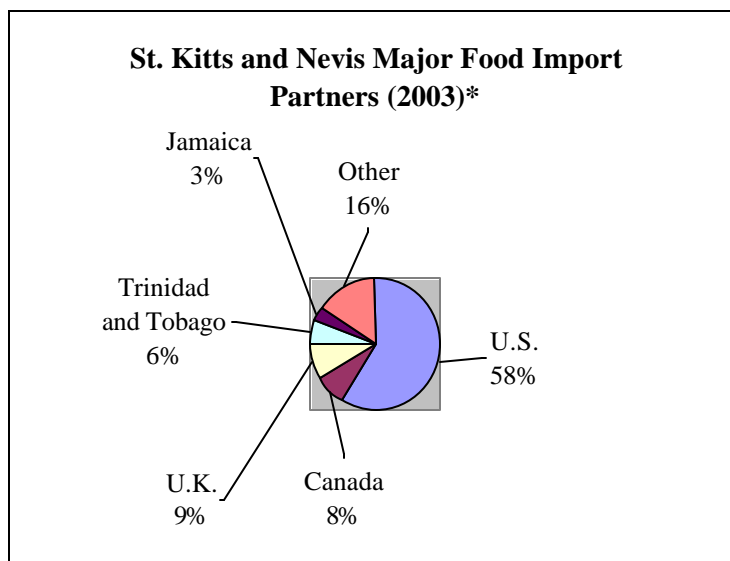
Within the overall food market of St. Kitts and Nevis, the United States does not face much competition with regards to local production. However, within the food service sub-sector, the smaller hotels and independent restaurants use locally grown products, and to some extent locally processed products, as much as possible. Currently, farmers within the twin island nation produce agricultural products such as peanuts, cabbage, cucumbers, pumpkin, okra, broccoli, string beans, sweet peppers, squash, honeydew melon, passion fruit, bananas, coconuts, and mangos. In addition, local fishermen provide the production of lobster, conch and fish, and poultry farmers provide the local production of poultry and eggs. The Government of St. Kitts and Nevis places restrictions on the importation of certain agricultural products when local production is in season.

Since products originating from CARICOM member-states enter St. Kitts and Nevis duty-free, many of the local wholesalers/distributors import fresh fruits, ice cream, jams, jellies, sauces, condiments, juices, snack foods, beverages, and fish products from CARICOM countries. Trinidad and Tobago leads the CARICOM countries with food and agricultural exports to St. Kitts and Nevis with an approximate 6 percent share of the total market, followed by Jamaica with a 3 percent market share.

U.S. products also face competition from other foreign suppliers. Given St. Kitts and Nevis' historical ties with the United Kingdom, products and brands from the United Kingdom

comprise approximately 9 percent of St. Kitts and Nevis' food market. Generally speaking, the United Kingdom has very competitive prices for pork products, poultry products (specifically chicken wings), and dairy products. Additionally, products from Canada comprise approximately 8 percent of the market, including bakery products, canned goods, cereals, grains, rice, dairy products, condiments, snack foods, juices, and other beverages.

In general, U.S. prices are competitive with those of other imported products. Market share competition for the exportation of agricultural and food products to St. Kitts and Nevis is led by the United States, with an estimated 58 percent market share.



\*Note: This is the most complete, current data for St. Kitts and Nevis  
Source: FAS/ Global Agricultural Trade System using data from the United Nations Statistical Office.

The following table illustrates the respective country market shares in various product categories:

Product Category	Import Value 2003*	Major Supply Sources and Rank	Share of Import Market 2003*
Meat Products	US\$4.5 million	1. United States 2. United Kingdom 3. Canada	71% 23% 3%
Fish and Seafood Products	US\$1.5 million	1. United States 2. Canada 3. Netherlands Antilles	56% 26% 8%
Processed Meat, Fish, and Seafood Products	US\$1.6 million	1. United States 2. Denmark 3. Canada	67% 19% 7%
Dairy Products	US\$2.8 million	1. United States 2. Canada 3. United Kingdom	38% 31% 10%
Fresh Vegetables	US\$2.1 million	1. United States	81%

		2. Netherlands 3. Canada	14% 3%
Fresh Fruit and Tree Nuts	US\$1 million	1. United States 2. United Kingdom 3. Dominica	88% 5% 3%
Processed Vegetable, Fruit, and Tree Nut Products	US\$2.3 million	1. United States 2. Canada 3. Trinidad and Tobago	66% 16% 10%
Processed Cereal, Flour, Starch and Milk Products	US\$2.5 million	1. United States 2. Trinidad and Tobago 3. Jamaica	67% 9% 6%
Other Processed Foods	US\$4.3 million	1. United States 2. Trinidad and Tobago 3. United Kingdom	69% 7% 4%
Non-Alcoholic and Alcoholic Beverages	US\$4.5 million	1. United States 2. Trinidad and Tobago 3. St. Lucia	35% 16% 12%
Coffee, Tea, and Spices	US\$240,000	1. United States 2. Trinidad and Tobago 3. Chile	53% 22% 8%
Sugars and Sugar Confectionery	US\$905,000	1. United Kingdom 2. United States 3. Trinidad and Tobago	56% 33% 5%

\*Note: This is the most complete, up-to-date data for St. Kitts and Nevis

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

**SECTION IV: BEST PRODUCT PROSPECTS****A. Products present in the market, which have good sales potential:**

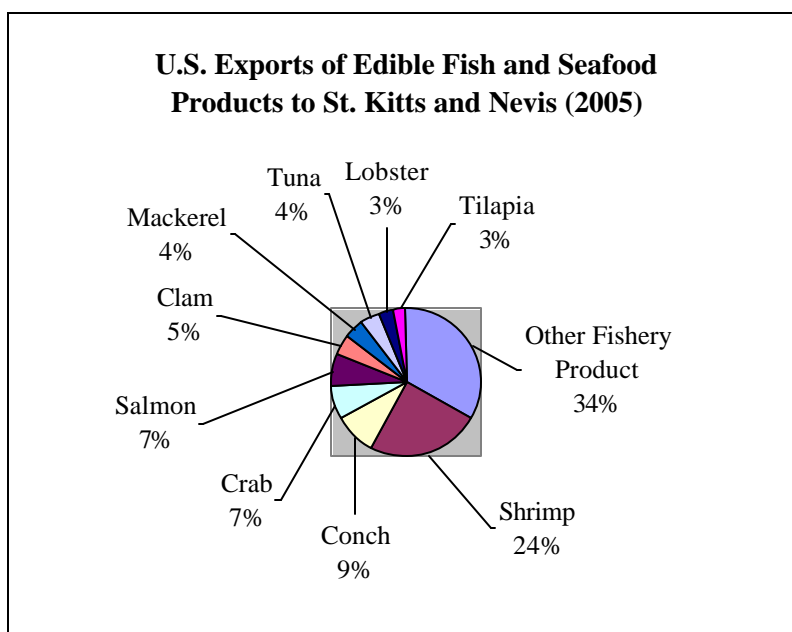
The following chart illustrates the best product prospects, and their 2005 export values, for U.S. exporters entering the St. Kitts and Nevis food market:

<b>Product Category</b>	<b>U.S. Export Value 2005</b>
Poultry Meat	US\$1.7 million
Read Meats*	US\$552,000
Snack Foods	US\$489,000
Seafood	US\$534,000
Processed Fruits and Vegetables	US\$348,000
Fruit and Vegetable Juices	US\$341,000
Dairy Products	US\$214,000
Pork and Bacon	US\$163,000
Pet Foods	US\$125,000
Coffee and Coffee Products	US\$119,000
Wine and Beer	US\$64,000
Edible Tree Nuts	US\$18,000
Fresh Vegetables	US\$17,000
Breakfast Cereals	US\$10,000
Fresh Fruit	US\$6,000

\*Note: Export requirements for St. Kitts and Nevis stipulate that all beef products exported from the United States must consist of boneless beef products originating from animals that were less than 30 months old at the time of slaughter.

Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

The following figure illustrates the best product prospects, and their 2005 export percentage, for U.S. edible fish and seafood products:



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

**B. Products not present in significant quantities but have good sales potential:**

- Healthy food products
- Herbal products (e.g. tea)
- Non-Caribbean produce
- Pickled products

**C. Products in which their access is restricted by high tariffs:**

- Citrus
- Honey
- Rice
- Sugar
- Beer and wine
- Milk with Sweetener
- Flying Fish
- Bottled Water
- Ice Cream



**SECTION V. CONTACT INFORMATION**

**A. For more information on St. Kitts and Nevis and a list of importers for your U.S. product, please contact:**

**Caribbean Basin Agricultural Trade Office  
Foreign Agricultural Service  
United States Department of Agriculture**

909 SE 1<sup>st</sup> Ave., Suite 720  
Miami, FL 33131  
Phone: (305) 536-5300  
Fax: (305) 536-7577  
E-mail: [cbato@cbato.net](mailto:cbato@cbato.net)

Omar González, Acting Director  
E-mail: [omar@cbato.net](mailto:omar@cbato.net)  
Graciella Juelle, Marketing Assistant  
E-mail: [grace@cbato.net](mailto:grace@cbato.net)  
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Please visit our website for more reports and information on St. Kitts and Nevis and other Caribbean Islands: <http://www.cbato.fas.usda.gov>

**B. Other Sources of Information on St. Kitts and Nevis:**

**St. Kitts-Nevis Chamber of Industry & Commerce**

South Independence Square St.  
Basseterre, St. Kitts  
Tel: 869-465-3967 / 2980  
Fax: 869-465-4490  
E-mail: [sknchamber@sisterisles.kn](mailto:sknchamber@sisterisles.kn)  
Contact: Wendy Phipps, Executive Director

**St. Kitts-Nevis Hotel & Tourism Association**

Liverpool Row  
Basseterre, St. Kitts  
Tel: 869-465-5304  
Fax: 869-465-7746  
E-mail: [stkitnevhta@caribsurf.com](mailto:stkitnevhta@caribsurf.com)  
Website: [www.stkittsnevishta.org](http://www.stkittsnevishta.org)

**St. Kitts Tourism Authority**

Pelican Mall  
Basseterre, St. Kitts  
Tel: 869-465-4040 / 2620  
Fax: 869-465-8794  
E-mail: [stkitts@stkittstourism.kn](mailto:stkitts@stkittstourism.kn)  
Contact: Christine Walwyn

**Customs and Excise Department**

Ministry of Finance

Birdrock, St. Kitts

Tel: 869-466-7227

Fax: 869-465-8519

E-mail: [cepe@caribsurf.com](mailto:cepe@caribsurf.com)

Contact: Mr. Rodney Harris, Assistant Comptroller of Customs

**Supply Office** (*monitors trade and local production and enforces import restrictions*)

Ministry of Trade and Industry

Birdrock, St. Kitts

Tel: 869-465-2521

Fax: 869-465-1778

Contact: Mr. Fahie

**Department of Agriculture**

Veterinary Division

Tel: 869 465 2335

Fax: 869 465 5202, 2928

E-mail: [skbvet@caribsurf.com](mailto:skbvet@caribsurf.com)

Contact: Tracey Challenger, Chief Veterinary Officer

**Department of Agriculture**

Plant Health Division

Tel: 869-465-2335

Fax: 869-465-2635

Contact: Dr. Jerome Thomas